Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Text

UNCLASSIFIED

PAGE 01 STATE 017676
ORIGIN COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/BED/OIM/CKONKEL/JLS
APPROVED BY EB/OCA:ALZUCCA
COM/BED/OIM/RGARNITZ
STATE/AF/EPS/JWHITE
----------111245 240441Z /61
R 232122Z JAN 78
FM SECSTATE WASHDC
TO AMEMBASSY ABIDJAN
AMEMBASSY MONROVIA
INFO AMEMBASSY NAIROBI

UNCLAS STATE 017676

E.O. 11652: NA

TAGS: BEXP: XA

SUBJECT: AFRICAN COMMERCIAL OFFICERS CONFERENCE: PANEL DISCUSSION LEADERS

FOR JOANNE ARZT, ABIDJAN; C. FRANKLIN FOSTER, MONROVIA; LARRY WILLIAMSON, NAIROBI

1. IT IS PROPOSED THAT FSO JOANNE ARZT (ABIDJAN) AND FSO C. FRANKLIN FOSTER (MONROVIA) SERVE AS DISCUSSION LEADERS FOR PANEL OF THE WHOLE NO. 2 "DEVELOPING TRADE AND OTHER CONTACTS IN THE MARKETPLACE" (FEB. 23, 1045-1200).

2. EACH OFFICER'S FORMAL PRESENTATION SHOULD TAKE APPROXIMATELY 10-15 MINUTES TO ALLOW TIME FOR FULL GROUP DISCUSSION. PLEASE CONSIDER ADDRESSING, BUT DO NOT CONFINE YOURSELVES TO, THE FOLLOWING QUESTIONS EITHER IN YOUR PRESENTATION OR DURING THE ENSUING DISCUSSION PERIOD:
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A. WHAT MORE CAN POSTS DO TO DEVELOP NEW VIABLE CONTACTS FOR THE VISITING AMERICAN BUSINESSMAN?

B. HOW CAN COMMERCIAL OFFICERS MAXIMIZE THE OCCASION OF A TRADE PROMOTION EVENT TO DEVELOP ADDITIONAL VIABLE CONTACTS?

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C. WOULD AN ORGANIZED PROGRAM OF CALLS BY COMMERCIAL OFFICERS BE MORE FEASIBLE IN BROADENING A POST'S CONTACTS?

D. HOW CAN A POST ORGANIZE ITSELF TO ENABLE ITS COMMERCIAL STAFF TO SPEND MORE TIME DEVELOPING TRADE CONTACTS IN THE MARKETPLACE?

E. WHAT SORT OF BUSINESS VISITOR REGISTRATION AND SCREENING PROCEDURES HAVE THE POSTS FOUND USEFUL?

3. FSOS ARZT AND FOSTER ARE REQUESTED TO CONFIRM THEIR WILLINGNESS TO LEAD THIS PANEL BY COB JANUARY 25, 1978.
VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
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Concepts: n/a
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Decaption Date: 01 jan 1960
Decaption Note:
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Disposition Approved on Date:
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Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Executive Order: N/A
Errors: N/A
Expiration:
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Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
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Secure: OPEN
Status: NATIVE
Subject: AFRICAN COMMERCIAL OFFICERS CONFERENCE: PANEL DISCUSSION LEADERS FOR JOANNE ARZT, ABIDJAN; C. FRANKLIN FOSTER, MONR
TAGS: BEXP, XA
To: ABIDJAN MONROVIA
Type: TE
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